

Message Text

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TAGS: ETRD, ECRE, BEXP, UR

SUBJECT: TRADE OPPORTUNITY: POSSIBLE PARTICIPATION OF U.S. FIRMS
IN MOSCOW OLYMPIC PREPARATIONS.

USDOC FOR BEWT/TDAD/LUCYK AND BEWT/USSR/BROUGHER

REF: MOSCOW 10800

1. AT SUGGESTION OF GOSSTROY, COMMATT AND COMOFF CALLED AT OLYMPIC PREPARATORY COMMITTEE (ORGKOM) AUG 20 TO EXPLORE POSSIBLE PARTICIPATION OF AMERICAN FIRMS IN PREPARATIONS FOR 1980 GAMES. THEY WERE RECEIVED IN ORGKOM'S IMPRESSIVELY REFURBISHED HEADQUARTERS AT 22 GORKIY ST. BY VLADIMIR IVANOVICH PROKOPOV, CHIEF OF INTERNATIONAL DEPARTMENT AND MEMBER OF EXECUTIVE COMMITTEE, AND YEVGENIY NIKOLAYEVICH SHKIL', CHIEF OF PROTOCOL.

2. COMATT REVIEWED HISTORY AND FUNCTIONS OF COMMERCIAL OFFICE AND OFFERED ASSISTANCE IN DEVELOPING RELATIONSHIPS WITH U.S. COMPANIES, MENTIONING IN PARTICULAR INTEREST OF AMERICAN ARCHITECTUAL FIRMS, LAST YEAR'S SALE OF MONSANTO ASTROTURF FOR SPARTAK TRAINING STADIUM, 3-M'S NEGOTIATIONS FOR SALE OF "TARTAN" TRACKS AND AMF'S SALES OF SPORTS EQUIPMENT. PROKOPOV GAVE NONCOMMITAL RESPONSE, STRESSING THAT ORGKOM HAD ONLY BEEN IN OPERATION FOR THREE MONTHS AND EXPLAINING THAT NO DECISION HAD BEEN TAKEN ABOUT DEGREE OF FOREIGN PARTICIPATION, IF ANY. HE

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ADDED, HOWEVER, THAT ORGKOM WOULD LIKE TO RECEIVE PROPOSALS FROM

U.S. COMPANIES FOR STUDY AND SUGGESTED THEY BE SENT TO SHKIL'S ATTENTION.

3. COMMENT: ALTHOUGH SOVIETS WILL DOUBTLESS DO LARGE MAJORITY OF WORK CONNECTED WITH OLYMPICS THEMSELVES AND WILL SUPPLY MUCH OF EQUIPMENT REQUIRED FROM DOMESTIC SOURCES, EXTENT OF PROGRAM MEANS THAT EVEN SMALL SHARE OF ACTION CAN MEAN SUBSTANTIAL BUSINESS. IN ORDER TO GET OUR SALES EFFORT OFF TO GOOD, AND EARLY START, COMMERCIAL OFFICE BELIEVES IT WOULD BE USEFUL IF USDOC/BEWT COULD FURNISH--POSSIBLY FROM U.S. OLYMPIC COMMITTEE--LIST OF U.S. FIRMS WHICH ARE PROVIDING GOODS AND SERVICES FOR UPCOMING MONTREAL GAMES. PROKOPOV NOTED DURING MEETING THAT INFORMATION OF THIS SORT WOULD BE OF INTEREST TO HIS COMMITTEE.
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